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COOPERATIVE EXTENSION WORK IN AGRICULTURE AND HOME ECONOMICS

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DAIRY CLUB WORK - ITS ORGANIZATION AND DEMONSTRATION

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Dairy club work, with its care and management of animals, makes a fine appeal to boys and girls; and inasmuch as dairying represents one of the predominant agricultural industries in the Northern and Western States, club leaders will find such work helpful in the solution of agricultural problems in many communities. The development of the work and its increasing popularity have given rise to a number of problems which it is the purpose of this circular to discuss.

The dairy club work, starting out several years ago as a calf project, has expanded until it now represents all the elements of good dairy-husbandry practice. Club leaders have found out through experience that starting the member with a calf and trying to maintain his interest for several years until the heifer came into production was a long process and that after a short while the interest of the member waned, and there was little or no result after the first year. The tendency now, wherever conditions are suitable, is to encourage the members to carry out dairy-cow demonstrations, where the return is quicker and the interest of the member more easily sustained.

It has been found, too, that dairy club work attains its maximum efficiency when it helps solve community problems, leads to better dairy practices, and forms an integral part of the community extension program.

ORGANIZATION OF DAIRY CLUB WORK

Where a county-extension organization exists, the club demonstrations should be organized and conducted in accord with the community programs of work. The following suggestions for use before dairy-club demonstrations are to be taken up in the community may be helpful to the club agent:

(1) Ascertain from the farm-bureau office what projects in dairying are included in community programs of work.

(2) In case the improvement of dairy practices is not included in community programs of work, it is probable that no attempt should be made to carry out dairy-club demonstrations until the need for work in dairy improvement becomes more apparent.

(3) Where dairy improvement is a part of the community program of work, consult with the community dairy-project leader and learn what phases of dairy improvement are being emphasized in the community.

(4) If the dairy-club demonstrations are to be carried out on a county-wide basis confer with the county project leader for dairy-improvement plans that will reenforce the entire dairy-improvement project for the county.

(5) Following this conference it may be well to draw up a project or written plan of work to carry out the recommendations for dairy-club demonstrations.

(6) Procure from the county project leader and community project leaders the names and addresses of people who may give assistance in carrying out the dairy-club demonstrations.

(7) Arrange meeting with community dairy-improvement project leaders for approval of plans for the organization of local clubs.

(8) Make arrangements with the community project leaders to call meetings of boys and girls with their parents for the purpose of organizing dairy-club demonstrations.

(9) Obtain the cooperation of the county agricultural agent and the home demonstration agent so that the dairy-improvement work in the county may be closely coordinated.

(10) At the first meeting of boys and girls, with parents, the county club agent, assisted by State or assistant State club leaders, should carefully present the plan of organization for dairy-club demonstrations. This may be reenforced by lantern slides, motion pictures, demonstration material or charts, which may be obtained from the State agricultural college or the United States Department of Agriculture.

(11) Procure the names of the boys and girls interested in carrying out dairy-club demonstrations.

(12) Following the preliminary meeting, a regular organization meeting of the boys and girls should be called. As a result of the preliminary meeting, the boys and girls of the community will have come to some definite conclusion with regard to their desire for carrying out dairy-club demonstrations.

(13) At the organization meeting, after again placing the work before the boys and girls, there should be an opportunity for signing enrollment cards.

(14) Following the enrollment, a local club leader should be selected. With a proper knowledge of the community, the county club agent may often guide the boys and girls in the proper choice of a local leader through their own initiative.

(15) A regular resident of the community who has the interests of the boys and girls at heart and who runs a dairy farm, would be desirable for a local leader.

(16) After the enrollment is completed and the local leader selected, steps should be taken to adopt a simple constitution and by-laws, to elect necessary club officers, and appoint committees.

(17) Following the organization meeting, the first regular meeting of the club should be held. At this meeting the officers should be regularly elected.

(18) Following this, the county club agent should present a careful outline for the year's work. During the meeting, a program for the next meeting should be made and assigned.

(19) At the second regular meeting the program of the club should be given.

(20) It will be an advantage to have a definite date set in each month for the regular meetings of the club.

The Local Club

Object. - To demonstrate the principles of better dairying through the ownership and development of one or more of the calves, heifers, or cows of one of the dairy breeds.

Age requirements. - 10 to 18 years.

Leadership. - The organization should be under the direction of the county club agent. As local leadership is of greatest importance to its successful operation, no club should be organized unless there is a local club leader who can devote time and effort to advising and directing the club. In order that a favorable community sentiment may be created, the club should have the active support of a number of breeders of dairy cattle, who will act in an advisory capacity. The State club leaders and the dairy extension specialists will cooperate with the county club agent in supplying the needed material to the boys and girls for the proper care, feeding, and management of the animals.

Ownership. - All calves, heifers, or cows purchased for use in the club should be bought with the understanding that they will become the permanent property of the club demonstrator and will only be sold as good business practice or necessity may demand. It is a mistake to encourage the organization of clubs for the purpose of buying calves or heifers, keeping them for a year or less, and then selling them at public sale, since such practice is more likely to develop the club demonstrators into dealers rather than breeders, and it is likely to give the boys and girls a misconception of dairy farming and dairy-cattle breeding.

Selection of breed. - In selecting the breed of cattle for the calf, heifer, or cow club, first consideration must be given to the breed that is most prevalent in the community. It is not believed a wise practice to organize a calf, heifer, or cow club regardless of breed and leave it to the boys and girls to decide by a majority vote which breed will be selected; since this practice may mean the taking of a calf, heifer, or cow of one

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breed into a father's herd made up entirely of cattle of some other breed.

The importance of a good live group of farmers and breeders who will back the club and assist the boys and girls in their efforts can not be overlooked. This advisory committee should be one of the first consideration, in the organization of the club; and they, with the local club leader and some representative of the county or State extension workers, should determine the breed to be selected before the club project is placed before the boys and girls of the community.

Financing the club. - The club is usually financed by some bank that is particularly interested in the development of dairying in the community. It has been found, however, that if all the banks can be interested in the club and if they will cooperate in providing funds so that each member can give his note to the bank with which his family is accustomed to do business, the interest in the club organization will be more general. The club will have full cooperation from all banks rather than from one bank, its competitors either taking no interest in the club or sometimes even discouraging its work. It is also felt that, whenever possible, the banks should accept the notes without the signature of the boys' or girls' parents, since the use of the parents' signature often kills the spirit of ownership which should be propagated in the minds of the boys and girls.

Sample Constitution

Article I - Name. - The name of the club shall be _____ Boys' and Girls' Dairy-Cow Club of _____ County.

Article II - Object. - The object of this club shall be to promote interest in the breeding and improvement of high-grade and purebred calves, heifers, and cows; to instruct the members in the proper care and management of dairy cows; and to instill in the minds of the boys and girls a love for farm animals, which will result in their taking more interest in farm life.

Article III - Membership. - Any boy or girl between the ages of 10 and 18 years who will agree to care for and feed at least one calf or heifer or feed and milk one or more cows according to the instructions supplied by the county club agent may, at any time, become a demonstrator.

Article IV - Officers. - The officers shall be president, vice-president, and secretary.

Article V - Meetings. - There shall be at least one meeting of the club each month.

Article VI - Election. - The election of officers shall be at the regular meeting in _____ of each year.

Article VII - Club leader. - At the time of organization and at each annual meeting in _____ the club shall elect a club leader, subject to the approval of the county club agent.

It shall be the duty of the club leader to attend all club meetings, to inspect the work of the club members at frequent intervals, and to assist the club demonstrators in planning and carrying out the work.

Article VIII - Amendments. - Amendments to this constitution may be made by a two-thirds vote of the demonstrators present at any regular meeting.

By-Laws

Article I - It shall be the duty of each demonstrator to cooperate as far as possible with his fellow demonstrators in the use of purebred cows and bulls, to solicit new members, and to encourage them in better methods of caring for their animals. Each demonstrator shall be entitled to one vote in the business meetings.

Article II - The officers shall be elected to serve one year and perform such duties as are ordinarily required by their position and shall serve until their successor is elected.

Article III - The club shall meet regularly on the _____ of each month at a time and place designated by the club leader. The president or secretary has the right, with the consent of the club leader, to call special meetings at any time.

Article IV. - Each demonstrator of the club shall attend all club meetings unless excused by the club leader. Failure to observe this rule will forfeit the right to take part in any club contest.

Article V. - Each member of the club shall study the instructions sent out by the county club agent and be prepared to answer questions or supply reports of work at the regular club meetings.

Article VI. - The president shall preside at all meetings of the club and have in mind at all times the best interest of the club.

Article VII. - The vice-president shall perform the duties of the president in his absence.

Article VIII. - The secretary shall keep a record of all proceedings of the club and shall render a report of the same at the regular meeting in _____, shall act as correspondent in matters pertaining to the business of the club, and shall keep a correct enrollment of the demonstrators.

Article IX.- Order of business.

Call to order.
Reading of minutes.
Report of secretary.
Report of committees.
Unfinished business.

New business.
Applications of new members.
Election of officers.
Adjournment.
Social program.

Standard Clubs

The dairy clubs which meet certain state-wide uniform requirements in carrying out their club programs are known as standard clubs and as such are entitled to special recognition by receiving a standard-club charter, awarded by the United States Department of Agriculture, State colleges of agriculture, and county farm bureaus cooperating, to which may be affixed a seal of achievement for each year that the club meets all the requirements.

Following are the requirements of a standard club:

- (1) A standard club shall have a membership of at least five working on the same demonstration.
- (2) There shall be a local club leader in charge during the club year.
- (3) There shall be a local club organization with the necessary officers and duties.
- (4) There shall be a definite year's program of work.
- (5) There shall be at least six regular club meetings during the club year. The secretary shall be required to keep a definite record of these meetings and also of the progress of each member.
- (6) A local exhibit shall be held annually.
- (7) There shall be a demonstration team which must give at least one public demonstration in the community.
- (8) At least 60 per cent of the demonstrators must complete the demonstration and file a final report with the State club leader.
- (9) A judging team shall be chosen by competition between the members.
- (10) An achievement day shall be held during the club year.
- (11) The club shall hold a membership in the farm bureau or other county club organization.

When the first four requirements have been met, it will be recommended that a standard-club charter shall be issued. When all the requirements have been met, a national seal of achievement will be recommended.

DAIRY-CLUB DEMONSTRATIONS

Principal Demonstrations

The dairy demonstrations which the club members will carry out in the community will depend to a great extent upon the community dairy problems. Before the boys and girls are asked to assist in the dairy-improvement work

of the community, the county club agent should ascertain the suitability of the work from the standpoint of boys and girls. In order that the work of the boys and girls may become effective and be carried over for a period of years the dairy demonstrations should: (1) Be a productive or profitable enterprise, (2) extend over a period of several years, (3) offer training in agriculture and dairy husbandry, (4) allow for ownership, (5) be sufficiently large to attract older boys and girls, and (6) be suited to the capabilities of the average boy or girl.

The four principal community dairy-club demonstrations in boys' and girls' club work are:

(1) Dairy calf. - Care and feeding of calf up to one year.

- (a) Accurately describe the color and markings, breed, type, and weight of the calf at the beginning of the demonstration.
- (b) Keep accurate records of feed and labor (record books will be supplied by county club agent or State club leader).
- (c) File a final report with the local leader including information as to how the demonstration helped solve local dairy problems.

Basis of Award

(a) Individuality and condition of animal.....	40
(b) Methods of feeding, rations selected, amounts fed, and growth made.....	30
(c) Records and written story of the feeding, care and management, and cost of raising the calf.....	30
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(2) Dairy heifer. - Care and feeding of dairy heifer, from year to date of calving.

- (a) Keep records of feed, weight of the heifer, labor, feeding developments, and all interesting incidents and report monthly. The production and development of the future cow depends largely upon the proper feeding and care and management of the dairy heifer.
- (b) File reports required by the county club agent or State club leader with the local leader.

Basis of Award

(a) Individuality and condition of animal.....	40
(b) Methods of feeding, rations selected, amounts fed, and growth made.....	20
(c) Individuality, production records, and breeding of bull to which heifer was bred.....	20
(d) Record and written story of the feeding, care and management, and cost of raising the heifer.....	20
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(3) Dairy cow. - Milk production and care of cow.

- (a) Keep record of milk and butterfat produced during the lactation period and report. (Record sheets will be supplied by county club agent or State club leader and arrangements made for Babcock testing.)
- (b) Keep records of feed and labor, record items of interest in care and management, and report. (Record books will be supplied by leaders.)
- (c) Report to local club leader results obtained giving profit (or loss) for the year's work.
- (d) Keep a careful breeding record.

Basis of Award

(a) Individuality and condition of animal or animals.....	20
(b) Methods of feeding, rations selected, and amounts fed.....	25
(c) Production of milk and butterfat.....	30
(d) Records and written story of the feeding and care of the cow and the cost of producing milk.....	25
	100

Note: Cows should be allowed a rest period of six weeks before calving; otherwise, there might be a tendency to refrain from breeding the cow at the proper time and to milk her throughout the entire year.

(4) Dairy herd. - Care and management of the herd.

- (a) Keep record of milk and butterfat, hired labor, feed, etc. the same as in demonstration three.
- (b) Keep record of breeding and registration of animals (if purebred) and record progress and development made.
- (c) Make reports to local club leader.

Basis of Award (same as No. 3)

Insuring the animals. - The insuring of calves, heifers, and cows at the time of distribution is now common practice. Sometimes this is required by the banks or breeders for security, while at times it is left to the option of the club demonstrators. A cooperative-insurance plan provides that each member will deposit in the club treasury an assessed fee at the time of the distribution of animals. This is held by the club and used to pay any losses sustained by the demonstrators. If at the end of one or two years no losses have been sustained the money can be returned to the demonstrators.

Individual demonstrators may care to take out insurance with commercial companies. The usual stipulations are that the calf to be insured must not be less than 6 months of age and accredited free from tuberculosis. Information on commercial insurance can be obtained by writing to any of the commercial companies.

Other Demonstrations

Each member of the dairy club is a demonstrator, therefore, the words "demonstrator" and "member" are used interchangeably. The public demonstrations appeal especially to the boys and girls. The demonstrators like to show their skill and knowledge of dairy practices.

There are many phases of dairy husbandry which may be demonstrated at club meetings or public gatherings. The demonstrators should be required to meet certain standards in their work before they appear in public. In all cases the public demonstrations should be timely and fit in with dairy problems to be solved by the community program of work.

Dairy club work offers splendid opportunities for demonstrations. Some of the subjects especially adapted to demonstrations are:

- (1) Preparation of grain feeds for the calf.
- (2) Dairy-cattle judging demonstrations.
- (3) Prevention of horns.
- (4) Treatment for lice.
- (5) Babcock milk test.
- (6) Tests for variations in amount of fat in milk.
 - (a) Fat in milk of different cows.
 - (b) Fat in milk of different breeds.
 - (c) Fat in first and last milk.
 - (d) Fat in milk sold on the local market.
- (7) Cooling of milk and cream.
- (8) Making curd.
- (9) History and identification of dairy breeds.
- (10) Preparing calf or cow for exhibition.
- (11) Butter making.
- (12) Making cottage cheese.
- (13) Sterilization of dairy utensils.

(1) Preparation of grain feeds for the calf. - To demonstrate the home mixing of grain feed and its value at least 5 pounds of each of the ingredients to be used should be provided. Scales should be provided for weighing the ingredients and a chart or blackboard used for showing their cost.

Equipment

Weighting scales.

Dairy calf.

Bucket.

Blackboard or chart.

Grains (whole or cracked corn, wheat, bran, ground oats, linseed meal, and blood meal).

Reference: Farmers' Bulletin 1336, Feeding and management of dairy calves and young stock.

(2) Dairy-cattle judging demonstration. - The purpose of the demonstration is to show the essential points to be considered in judging dairy cows. To properly do this, it is desirable to have two or three cows of different types. One cow should be of desirable conformation, and she can be used as a model to show correct type. The other cows having inferior conformation are used to point out undesirable characteristics. The animals should be gone over point by point, and the demonstrator should explain the importance of desirable conformation. As a rule, it is better to use animals of one breed. The demonstrator should have considerable practice in judging dairy cattle.

Equipment

Two or three cows of one breed - at least one good cow and one poor one and score cards.

Reference: Dairy-cattle score cards obtained from various dairy-cattle breed associations, State agricultural colleges, and the United States Department of Agriculture.

Wisconsin Agricultural Experiment Station Bulletin 335, Judging dairy cows.

(3) Prevention of horns. - This makes an interesting demonstration. Care should be exercised by the demonstrators to protect their hands when applying the caustic potash.

Equipment

Scissors or shears.
Water.

Caustic potash or soda.
Several heifer calves from
3 to 14 days old.

Reference: Farmers' Bulletin 949, Dehorning and castrating cattle.

(4) Treatment for lice. - The members may demonstrate the preparation and application of kerosene emulsion. To make this, dissolve $\frac{1}{2}$ pound of hard soap in 1 gallon of boiling soft water. As soon as the soap is dissolved, add 2 gallons of kerosene. Mix by pumping with a spray pump or by stirring by other means until a thick creamy emulsion is formed from which the oil does not readily separate. Add this mixture to 19 gallons of water. The emulsion may be applied with a spray pump or with a brush, wetting the entire animal thoroughly. The above amount is enough for 20 cows. For demonstration purposes reduced proportions may be used. Samples of coal tar dips and compounds may be used for illustrative purposes.

Equipment

25-gallon barrel.
1/2 pound hard soap.
1 gallon boiling soft water.
2 gallons kerosene.
19 gallons water.

Spray pump or brush.
Cows.
Samples of commercial
coal tar dips and compounds.

Reference: Farmers' Bulletin 909, Cattle lice and how to eradicate them.

(5) Babcock milk test.- This demonstration has a popular appeal and when properly presented never fails to be of interest. It is especially suitable for demonstration teams and has been used successfully in club work. The detailed instructions for making the Babcock milk test can be obtained from the county club agent or State club leader.

Equipment

Hand-power centrifuge or testing machine.	Dividers.
4 to 6 milk-test bottles.	Sulfuric acid of 1.82 to 1.83 sp. gr.
Pipette.	Samples of milk.
Acid measure.	Hot water.
Sample mixing jars.	Blackboard for public demonstration.

Reference: Bureau of Animal Industry Cir. A-12, Chemical testing of milk and cream.

(6) Tests for variations in amount of fat in milk.- These make an interesting set of demonstrations. The equipment is about the same as is used in the Babcock milk test.

- (a) Fat in milk of different cows: Obtain samples of milk from several different cows and determine the percentage of butterfat in each with the Babcock tester. If the weight of milk can be obtained at the same time, calculate the amount of butterfat each cow produced.
- (b) Fat in milk of different breeds: Take samples from cows of as many breeds as are available and test each for fat.
- (c) Fat in first and last milk: Take a sample from a single cow by milking the first few streams of milk from each teat into a jar or bottle. Take the last strippings from the same cow in the same manner and test both for fat.
- (d) Fat in milk sold on the local market: The leader may procure for the demonstrators samples of milk purchased in town or city. Fair samples should be taken so no injustice may be done the milk dealer.

Reference: Bureau of Animal Industry Cir. A-12, Chemical testing of milk and cream.

(7) Cooling of milk and cream.- To bring about a general improvement of the milk and cream supply it must be cooled promptly and effectually. This demonstration will be of help to dairy farmers.

Equipment

Barrel or tub.	25 pounds of ice.
10-gallon milk can.	Thermometer.
Water.	

Reference: Farmers' Bulletin 976, Cooling milk and cream on the farm.
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(8) Making curd.- The purpose of this demonstration is to compare the curd formed with that from sour milk in taste and condition. Dissolve a rennet tablet according to the directions of the manufacturer, add it to the milk, and observe the effect. Curd made in this way is used in making cheese.

Equipment

Rennet tablet.
Glass bowl.

Sour milk.
Quart of milk.

Reference: Farmers' Bulletin 850, How to make cottage cheese on the farm.

(9) History and identification of dairy breeds.- This makes an interesting and instructive demonstration. Facts concerning purebreds, grades, and scrubs can be brought out.

Equipment

Principal breeds of purebred dairy cattle, grades, and scrubs.

Reference: Farmers' Bulletin 1443, Dairy-cattle breeds.

(10) Preparing calf or cow for exhibition.- This demonstration is of exceptional value to the club demonstrators on account of the club requirements for exhibiting as a part of the demonstration work. This demonstration should show the actual fitting of a calf or cow for the show ring.

Equipment

Calf or cow.
Soap and water.
Scrubbing brush.
Flannel or chamois cloth.
Chisel for trimming feet.

Sponge.
Towels.
Emery, cloth, rasp,
and glass.
Sand paper, linseed oil,
or metal polish.

Reference: Procure text books from the library.
- Kansas Extension Bulletin 44, Kansas dairy-club manual, covers this subject splendidly.

(11) Buttermaking.- Buttermaking begins with the production of the milk. Good butter can be made only from good, clean-flavored cream. The thorough cleaning and sterilizing of all dairy utensils is essential to the production of butter of good flavor. When given as a public demonstration or developed for team work, at least one and one-half hours should be allowed.

Equipment

2 gallons cream.
Milk pails.
Shotgun cans.
Cream-cooling tank.
5 gallon barrel.

Cream and buttermilk strainer.
Cream-stirring rod.
Wooden paddle.
Wooden ladle.
Tin pails.

Churn.	$\frac{1}{2}$ -gallon tin dipper.
Butter worker.	Hand butter printer.
Thermometer.	Scrub brush, washing powder,
Salt.	and hot water.
Butter color.	

Reference: Farmers' Bulletin 876, Making butter on the farm.

(12) Making cottage cheese.- Cottage cheese, a most palatable and nutritious product, is one of the few varieties of cheese which can be manufactured on a small scale. For demonstration purposes, use one gallon of skim milk which will make about $1\frac{1}{2}$ pounds of cheese.

Equipment

1 gallon of skim milk.	Lennet or pepsin.
Quart starter bottles.	Draining rack.
One 10-quart milk pail.	Drainage cloths.
Milk agitator.	Cartons.
Thermometer.	

Reference: Farmers' Bulletin 850, How to make cottage cheese on the farm.

(13) Sterilization of dairy utensils.- This is necessary for the production of dairy products of high quality, particularly milk and cream; because the washing of dairy utensils, at least by the process ordinarily used, is not sufficient to insure freedom from infection and contamination.

Equipment

Sterilizer.	Ladle.
Stove.	Boiling water.
Roasting pan.	Milk cans and dairy utensils.
Thermometer.	
Clock.	Table for demonstration.

Reference: Farmers' Bulletin 748, A simple steam sterilizer for farm dairy utensils.

Suggestions for Selecting and Training Dairy Demonstration Teams.

The club demonstrators will look forward to being members of the club demonstration team. The individual demonstrations given by the demonstrators at the club meetings may be developed into suitable material for team demonstration work. Whether a team shall consist of two, three, or four demonstrators will depend upon the nature of the demonstration. Many fairs, shows, and expositions are providing travel and maintenance for teams of three demonstrators each; thus, many demonstration outlines are based upon that number. The following suggestions for selecting and training a dairy demonstration team may be helpful.

(1) Select four demonstrators with the ability to speak and with proficiency in their demonstration work. In training a team of three demonstrators use the fourth demonstrator as a substitute.

(2) Give a preliminary demonstration to the demonstrators with a little explanation at first to show just what should be done.

(3) Have the team repeat the steps and the things to be said without notes or previous training.

(4) Later instruct in the important points to be emphasized. Encourage the use of accurate and concise statements.

(5) Each demonstrator of the team should be trained to fill all places on the team.

(6) After the demonstrators have been selected for their places, repeated training and practice for team work should be given.

(7) Each demonstrator of the team should have a speaking part except where it may be desirable for one demonstrator to do most of the speaking.

(8) The team demonstrators should be known by number, for example, demonstration No. 1, demonstrator No. 2.

(9) Have the demonstrators refer to the members of the team as "my teammate" or "my fellow club member." An ambiguous term like "my colleague" has no place in a boys' or girls' vocabulary and should not be used. Use the numbers as suggested in item 8 for training work and identification.

(10) The team should be uniformly costumed with the club apron or cap with the 4-H emblem on apron and cap. The white suits used by dairymen are especially desirable and inexpensive for dairy demonstration work.

(11) Minor equipment which will aid the team in doing its best work should be brought to the place of the demonstration.

(12) While charts, maps, and models are helpful in illustrating or emphasizing points in a demonstration, care must be taken in not having the team depend too much on such devices for presenting the subject matter of the demonstration.

(13) The club leader will be informed by the State club leader as to what equipment the team should bring to the places of demonstration outside of the community.

(14) Leaders should caution demonstrators not to speak of articles and equipment by their commercial names, or recommend, or show preference for any brand or make of equipment or articles.

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(15) Demonstrators should see that tables and equipment are clean and ready for the next demonstration, or for packing.

(16) Encourage the demonstrators to display cheerfulness during their work, for to show irritation due to vexatious questions from the audience or impatience thru unavoidable circumstances creates an unpleasant atmosphere and is likely to lose friends for the demonstration team and create an unfavorable impression on the judges.

(17) The club leader should always be on hand to assist, if necessary, in circumstances which are beyond the ability of the demonstrators to handle, but otherwise the leader should take an inconspicuous part during the demonstration.

(18) The club leader and demonstration team should be at the place of demonstration at least one-half hour before the starting time to see that everything is in working order and ready to start on scheduled time.

(19) Lecture outlines supplied by the county club agent, State club leader, or the United States Department of Agriculture are merely suggestive; and leaders should vary the subject matter and lectures to meet local conditions and, as far as possible, to show originality on the part of the team demonstrators.

(20) Follow one set of instructions. Consult the bulletins and circulars of your farm bureau, State agricultural college, and the United States Department of Agriculture.

(21) The basis on which each demonstrator may be selected for the team shall be through a competitive demonstration and examination to be judged and scored as follows:

Basis of Scoring Competitors for Demonstration Teams.-

- (1) Skill in work..... 30
- a. Ease in procedure refers to whether the demonstrator under selection is at ease while working.
 - b. Workmanship or efficiency of manipulation.
 - c. Neatness or cleanliness in doing work.
 - d. Speed or dispatch (approximate time limit for demonstration or examination to be determined by the club leader or judge under directions from the State club leader).
- (2) Subject matter..... 30
- a. Accuracy or the correctness of statements made in oral presentation and proper methods in doing work.
 - b. Completeness refers to the giving of all steps necessary for a clear understanding of the examination or the demonstration under way.

c. Clearness means the definiteness of statements made in language easily understood by old and young.

d. Replies to questions - the club demonstrator shall respond to any questions asked by the judges or spectators and be judged accordingly.

(3) Personal record..... 40

a. Record book.

(a) Whether the demonstrator is doing the regularly prescribed work will be determined by the accuracy, completeness, and neatness of the demonstrator's record book.

b. Exhibit material. Scoring of material or products actually made or produced by club member to determine skill and workmanship. This material must be scored at the home or any exhibit or fair prior to final selection for team honors.

c. Member's record.

(a) Proficient in scholastic studies and in sound physical condition.

(b) Written story from club demonstrator giving his or her reasons why the demonstrator should be selected for team honors.

Total..... 100

Outline for a Team Demonstration

Before actual team training begins, the club leader will find it helpful to prepare an outline for the team demonstration. Care should be exercised not to have the demonstrators memorize the speaking parts too closely, for this spoils the spontaneity of the demonstrator's speaking. Ordinarily a dairy demonstration should not run over 45 minutes. The following is a suggestive plan for developing an outline for a dairy demonstration by a club team:

Subject: Making the Babcock Milk Test and Keeping Dairy Records

Outline for Presentation of the Demonstration

Phase	Subject Matter	Material
(1) Introduction.....	:Why keep dairy records? :Why test? :Materials needed. : :	Chart with records of : profitable and unpro- : fitable cows. Babcock : test outfit.
(2) Keeping the record....	:Determining the relative : efficiency of cows in : : the herd. :	Debit and credit accounts. Milk record sheets.
(3) Weighing the milk.....	:Necessity of weighing : : the milk. : :	Milk scales. Buckets. Milk.
(4) Testing for butter- fat.....	:Taking the samples. :Making the test: :(a) Measuring the : sample. :(b) Adding the acid. :(c) Mixing the acid. :(d) Whirling the : bottles. :(e) Reading the test. :(f) Cleaning the : bottles. :	Tubes - milk. Corrosive sublimate (tablets). Babcock tester outfit.
(5) Calculation of records:	:Record of cows. : :	Records. Butterfat-test records.
(6) Summary.....	:Condensed data used in; : above items. : :	Materials used in above items.

Team Demonstration Assignments

(1) Introduction

Demonstrator No. 1.

Discusses:

The need of keep-
ing dairy records.
The value of
Babcock testing.
Materials needed.

Demonstrator No. 2.

Prepares and handles mater-
ials for demonstrator No. 1.

Demonstrator No. 3.

Prepares material for
weighing milk.

(2) Keeping the Record

Demonstrator No. 2.	Demonstrator No. 3.	Demonstrator No. 1.
Discusses:	Prepares and handles materials for demonstrator No. 2.	Prepares materials for Babcock milk test.
The efficiency of the individual cow and the dairy herd.		

(3) Weighing the Milk

Demonstrator No. 3.	Demonstrator No. 1.	Demonstrator No. 2.
Discusses: Necessity of weighing the milk.	Handles buckets, scales, and milk.	Assists No. 1.

(4) Testing for Butterfat

Demonstrator No. 1.	Demonstrator No. 2.	Demonstrator No. 3.
Discusses: Steps in making Babcock test. Summarizes steps.	Assists No. 1 in making Babcock test.	Assists No. 1 in making test. Handles materials.

(5) Calculation of Records

Demonstrator No. 2.	Demonstrator No. 3.	Demonstrator No. 1.
Discusses: Typical herd record.	Places figures on blackboard.	Helps clean and put equipment away.

(6) Summary

Demonstrator No. 3.	Demonstrator No. 1.	Demonstrator No. 2.
Summarizes: Essential points of the demonstration.	Helps clean and put away equipment.	Assists demonstrator No. 1.

Scoring Demonstration Teams

Where there are a number of dairy demonstration teams entered in a contest it becomes difficult for the judge to judge by comparison only. The score card will be found of assistance and will serve as a record of the team as well.

Score Card for Use in Judging Dairy Demonstration Teams

	: Perfect	: Judge's
	: score	: score
(1) Skill.....	25%	%
	: Remarks	:
Ability shown in handling materials.	:	:
Ease in manipulation of equipment and materials.	:	:
Neatness and speed in doing work.	:	:
(2) Subject matter.....	25%	%
	: Remarks	:
Choice of subject and adaptation of the demonstration.	:	:
Accuracy of work and correctness of statements.	:	:
Completeness of the presentation.	:	:
Ability shown in replies to questions.	:	:
(3) Team as a whole.....	25%	%
	: Remarks	:
Organization of team and division of work.	:	:
Presentation as unit in demonstration.	:	:
General appearance and neatness of team.	:	:
(4) Quality of work or finished product.....	25%	%
	: Remarks	:
Practical value of the work or product.	:	:
Economic importance of the thing demonstrated.	:	:
Total score.....	100%	%

DateSignature of judge.....

